

Message Text

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ACTION PM-07

INFO OCT-01 NEA-10 ADP-00 EUR-25 CIAE-00 INR-10 NSAE-00

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FM AMEMBASSY KUWAIT

TO SECDEF

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DA

USCINCEUR

C O N F I D E N T I A L KUWAIT 2163

DSAA FOR ALNE

E. O. 11652: GDS

TAGS: MASS KU

SUBJ: MILITARY SALES TO KUWAIT - SERIES M-800 TRUCKS

1. AS YOU KNOW GOK INTERESTED PURCHASING NEWEST AND LATEST DEFENSE MATERIEL FOR ITS MODERNIZATION PROGRAM. REPEATEDLY MILITARY OFFICERS HAVE EXPRESSED URGENT NEED AND DESIRE FOR M-800 SERIES DIESEL POWERED TRUCKS AND GOK HAS REQUESTED USG DO EVERYTHING POSSIBLE TO INSURE THAT THESE TRUCKS CAN BE SUPPLIED FROM NEW PRODUCTION. EARLY DELIVERY NO LONGER FACTOR. OUR LATEST TECHNICAL REVIEW INDICATES KNOWN REQUIREMENT OF ABOUT 824 UNITS FOR GOK.

2. WE FULLY UNDERSTAND POSITION OF MANUFACTURER AND APPRECIATE ACTION ALREADY TAKEN BY DA TO ACCUMULATE TOTAL REQUIREMENT FOR ECONOMIC PRODUCTION RUN. HOWEVER, BECAUSE OF URGENT REQUIREMENT HERE AS WELL AS IN SAUDI ARABIA WE SUGGEST SOME HIGH INTERVENTION BY STATE/ DOD OFFICIALS WITH MANUFACTURER WHICH MIGHT PRODUCE MORE FAVORABLE PROSPECT FOR MEETING THESE REQUIREMENTS. WE PREPARED APPROACH GOK ON BASIS PREMIUM PRICE TO MEET REQUIREMENT IF PREMIUM NOT EXCESSIVE.

3. IF WE CANNOT RESPOND POSITIVELY IN NEXT FEW MONTHS GOK UNDOUBTEDLY WILL HAVE TO TURN TO EUROPE TO FILL THIS REQUIREMENT.
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*** Current Classification *** CONFIDENTIAL

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